



## Grant County Central Services

P O Box 37  
Ephrata WA 98823  
(509) 754-2011 Ext-3276

Board of County Commissioners  
Re: New Courthouse Security Contract

January 26, 2023

The Board is aware of the issues we have had with Phoenix Protective and their ability to fulfill their Contract to supply security guards for the Courthouse campus, the remote District Court in Moses lake, and Youth Services in Ephrata.

After negotiating the issue and working together to resolve it, Phoenix felt that without meeting their demand for a higher wage, they could no longer support the Courthouse and provided the County with a letter to terminate the Contract effective February 28.

During the negotiations, a search was completed. A spreadsheet was sent to various elected officials and stakeholders detailing ten firms that signed a Department of Enterprise Services contract and were selected by the state to service our area and a synopsis of the issue.

After reaching out to nine of those firms (Pheonix Protective was one of the ten), two firms responded, but only one firm Pacific Security stated they could meet the demands of our facilities.

Interestingly of the three firms, Pacific, Pheonix, and Allied, None were willing to meet the dollar amount of the state contract. This noncompliance with the DES Contract is due to evolving pay issues in the industry and a lack of people in the workplace today. The lack of manpower or the ability to find willing workers is being felt across all industries and was echoed without prompting in almost the same manner by all three firms.

With a termination date of February 28, the County is in a precarious position. We need security for our facilities, but this does not leave us the proper time to perform a competitive bid process and have a company under Contract by the time Pheonix Protective terminates its Contact.

Central Services sees a solution to this and asks the Boards permission to move forward based on the following;

Tom Gaines  
Director of Central Services  
tgaines@grantcountywa.gov

The state performed a competitive process, and contracts were signed with the State of Washington in April of 2022, less than one year ago. We are master users and authorized to use this Contract. The increases by both Pheonoix and Pacific are not unrealistic and, frankly, are still what we would consider on par or possibly low for this area.

The costs for both firms are significantly less than trying to hire full-time employees and perform this work ourselves. We have checked Pacific's references which came back positive.

Let's look at this through the competitive process, as both companies fully know what is required. Pacific is lower than Phoenix by \$30,000 per year and would be the low-responsive bidder, and there are no other companies we are aware of (after searching) that can fulfill our needs.

Given the time frame and the need, while not emergent, it is also unrealistic to think we could perform our bid process and receive a different or better result.

Central Services is recommending and asking the Board to approve a new contract valued at \$316,728.00 per year for three years of coverage with six full-time guards. This amount may be reduced if we can reduce the guard count by a single guard. The state contracted price is \$24.29 per hour, but this Contract is \$26.50 per hour. For reference, Pheonix Protective's cost would be \$346,608.00 at \$29.00 per hour.

The current Contract is valued at \$274,000 per year. However, we have paid more than that based on actual "On Call" guard usage, which we will eliminate in the new Contract. This Contract will be paid out of the Facilities Contracted Services budget line, and if a budget extension is needed at the end of the year, it will be requested at that time.

Respectfully submitted,

*Tom Gaines*

Tom Gaines  
Director, Grant County WA  
Central Services Department  
Cc: K. Smith, K. Allen, K. Schmidt,  
K. McCrae, D. Ochocinski, S. Palacios